**MCAF Donor Thank-You Call Script**

The script should primarily be used as a guideline and not repeated word-for-word. A phone call that comes across as spontaneous will feel much more genuine.

If the donor does not answer the phone, feel free to leave a brief message thanking them for their gift.

*Hello, [Donor’s Name]. This is [Your Name], and I’m a board member with the Marine Corps Association Foundation. I just wanted to take a moment to thank you for your recent gift. We truly appreciate your support—it makes a real impact in helping us provide professional development programs for Marines.*

**[Pause to allow donor to respond]**

*I would love to know what your connection is to the Marine Corps?*

**[If they were a Marine, try to learn more, especially because Marines are happy to talk about that: “What did you do in the Corps?”  Or, if it’s a family member or friend who was/is a Marine, ask about that person: “When was your Dad in the Corps?  Where did he serve?” or “Where is your son/daughter stationed now?  Do they like it?”]**

**[If they are not/were not a Marine, please follow up with:]**

*We’re always interested in learning more about our supporters, what inspired you to give to MCAF?*

***[Allow the donor to share]***

*That’s wonderful. Again, thank you so much for your generosity. It was great speaking with you, and we truly appreciate your support.*

Please write down any notes from your conversation that will be helpful for us to have and send them to Michele at m.collins@mca-marines.org. She will put this information in their donor record.